

Message Text

UNCLASSIFIED POSS DUPE

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70

ACTION COME-00

INFO OCT-01 AF-10 ISO-00 AID-20 CIEP-02 EB-11 OPIC-12

SPC-03 TRSE-00 XMB-07 CIAE-00 INR-10 NSAE-00 RSC-01

L-03 PA-04 PRS-01 USIA-15 DRC-01 /101 W

----- 011629

R 181251Z OCT 73

FM AMEMBASSY KHARTOUM

TO SECSTATE WASHDC 7250

UNCLAS KHARTOUM 2306

ALSO PASS COMMERCE AND EXIM

E.O. 11652: N/A

TAGS: BEXP, SU

SUBJ: SALE OF GM LOCOMOTIVES TO SUDAN RAILWAYS

1. UNDERSEC MINTRAMOCOMM CONFIRMED TO EMB OCT 17 SUDAN PRESS REPORT SUDAN RAILWAYS (SR) INTENDS PURCHASE LOCOMOTIVES FROM CANADA RATHER THAN US OR UK. UNDERSEC NOTED CANADIAN OFFER (MONTERAL LOCOMOTIVE WORKS/ALCO) PROMISED 12-MONTH DELIVERY TIME WITH SAME TERMS BUT CHEAPER PRICE THAN GM. ACCORDING UNDERSEC, ADDITIONAL IMPORTANT FACTOR IS CANADIAN WILLINGNESS MODIFY LOCOMOTIVES TO SUDANESE SPECIFICATIONS WHEREAS GM ATTITUDE WAS LESS FORTHCOMING. UNDERSEC STATED HE WOULD INFORM EMB WHEN CANADIAN CONTRACT FIRM, EXPRESSED APPRECIATION EMB AND USG EFFORTS AND VOICED "CERTAINTY" FUTURE OPPORTUNITIES WOULD EXIST FOR US SUPPLIERS TO SR.

2. COMMENT: EMB VERY MUCH REGRETS THIS MAJOR COMMERCIAL OPPORTUNITY APPEARS LOST UNLESS GM HAS DRAMATIC IMPROVEMENT ITS DELIVERY/ PRICE OFFERS. RE MODIFICATIONS, GM REG (SMALL) VIEW WAS THAT MANY SR MODIFICATION REQUESTS WERE UNNECESSARY AND AROSE FROM SR EXPERIENCE WITH INFERIOR EQUIPMENT. GM FOLLOW-UP TO NEGOTIATIONS ALSO HAMPERED BY APPARENT UNCLASSIFIED UNCLASSIFIED

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INABILITY SMALL RETURN TO KHARTOUM FROM CAIRO FOLLOWING ERUPTION MIDEAST CONFLICT.

BREWER

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 18 OCT 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973KHARTO02306
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: KHARTOUM
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19731025/aaaaarwy.tel
Line Count: 62
Locator: TEXT ON-LINE
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: thigpegh
Review Comment: n/a
Review Content Flags:
Review Date: 12 DEC 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <12-Dec-2001 by bryansd0>; APPROVED <20 FEB 2002 by thigpegh>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
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To: STATE
Type: TE
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